

## THE DAY BOOK

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**HIGH CLASS TESTIMONY.**—You can convert a few men through their heads. You can convert many men through their stomachs. You can convert most men through their pocketbooks.

Convert a man by argument and he still has a notion that he was right in his own opinion and will not get full results from that which was argued into him. Convert a man through filling his stomach with pleasant things and you only temporarily satisfy him, and he knows it. But let your conversion sound forth in the ring of good hard dollars in his pocket and you've got him beyond all doubt or quibbling.

These remarks are simply preliminary to some testimony from Mr. Henry Ford, which we will now present. Mr. Ford is a business man and large employer of labor. He netted something like \$60,000,000 the past twelve months and he says this:

"I say—and I speak from experience, and not from guesswork—that the 8-hour law will help business. Employers who are hostile to the 8-hour-day do not know their business. Eight hours is long enough for anybody to work. A man can't work more than 8 hours and do good work. We've proved it often. We have had the 8-hour-day in force in the Ford factory for three years and we have

made more money each succeeding year under it. It has proved its own merit."

Every man in business has one or two mental attitudes toward labor. He either believes that his employees will do as little as they can for their pay, and, consequently, he must get all he possibly can out of them, or he believes that if he is square and generous toward them they'll give him the best there is in them. In the quality of goods turned out an outsider can often tell which of these two mental attitudes the manufacturer holds toward his workmen. Goods slung together any old way indicate one attitude, while the same goods, similar in quality and price, may indicate the other attitude through the neatness and skillfulness of their get-up.

Three years ago, Mr. Ford tried something new—the 8-hour-day. It proved its own merit. Observe Mr. Ford's pocketbook!

### ROOSEVELT, TAFT, HUGHES.

It ought not to be forgotten that everything that Roosevelt is now saying about the superhuman qualities of Hughes he said with equal vigor about Taft eight years ago.

Taft was the one man in the country fitted by experience and temperament to continue "my policies." He was a paragon of all the statesman-like virtues and would make a record in the presidential office unequalled since Lincoln.

Taft was elected and in less than two years the great illusion was shattered.

There is nothing in Hughes' record that puts him in a class above Taft. He is very much the same kind of man, with much less experience in public affairs than Taft had.

Just because Roosevelt is willing to try another experiment does not seem to be a very good reason why the rest of us should be made to suffer such a calamity.